

File 344:Chinese Patents Abs Aug 1985-2002/Nov  
(c) 2002 European Patent Office  
File 347:JAPIO Oct 1976-2002/Aug(Updated 021203)  
(c) 2002 JPO & JAPIO  
File 350:Derwent WPIX 1963-2002/UD,UM &UP=200282  
(c) 2002 Thomson Derwent  
File 348:EUROPEAN PATENTS 1978-2002/Dec W03  
(c) 2002 European Patent Office  
File 349:PCT FULLTEXT 1979-2002/UB=20021226,UT=20021219  
(c) 2002 WIPO/Univentio

?ds

Set	Items	Description
S1	19	AU='JENNIGES JEFFREY M':AU='JENNIGES N'
S2	2	S1 AND INCENTIVE?
S3	42	AU='JACK J':AU='JACK K'
S4	6	S3 AND INCENTIVE?
S5	18	AU='BINZEN':AU='BINZEN W'
S6	6	S5 AND INCENTIVE?

File 344:Chinese Patents Abs Aug 1985-2002/Nov  
(c) 2002 European Patent Office  
File 347:JAPIO Oct 1976-2002/Aug(Updated 021203)  
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File 350:Derwent WPIX 1963-2002/UD,UM &UP=200282  
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File 344:Chinese Patents Abs Aug 1985-2002/Nov  
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S5	18	AU='BINZEN':AU='BINZEN W'
S6	6	S5 AND INCENTIVE?

01268872

**COMPUTERIZED INCENTIVE SYSTEM**  
**PER COMPUTER REALISIERTES SYSTEM FÜR KAUFANREIZE**  
**Système d'encouragement informatisé**

**PATENT ASSIGNEE:**

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 , (US), (Applicant designated States: all)

**INVENTOR:**

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 JACK, John, M., 2823 McKenzie Point Road, Wayzata, MN 55391, (US)  
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**LEGAL REPRESENTATIVE:**

Preuss, Udo, Dipl.-Ing. (88111), Maiwald Patentanwalts GmbH Elisenhof  
 Elisenstrasse 3, 80335 Munchen, (DE)

**PATENT (CC, No, Kind, Date):** EP 1216449 A2 020626 (Basic)  
 WO 200113306 010222

**APPLICATION (CC, No, Date):** EP 2000955605 000816; WO 2000US22497 000816

**PRIORITY (CC, No, Date):** US 376811 990818

**DESIGNATED STATES:** AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LI;  
 LU; MC; NL; PT; SE

**EXTENDED DESIGNATED STATES:** AL; LT; LV; MK; RO; SI

**INTERNATIONAL PATENT CLASS:** G06F-017/60

**NOTE:**

No A-document published by EPO

**LANGUAGE (Publication, Procedural, Application):** English; English; English

**COMPUTERIZED INCENTIVE SYSTEM****INVENTOR:**

**JENNIGES, Joseph, C** ...

00779722 \*\*Image available\*\*

**COMPUTERIZED INCENTIVE SYSTEM**  
**Système d'encouragement informatisé**

**Patent Applicant/Assignee:**

SCHOENECKERS INC, 7630 Bush Lake Road, Minneapolis, MN 55439, US, US  
 (Residence), US (Nationality)

**Inventor(s):**

**JENNIGES Joseph C** , 8630 Zachman Circle, Eden Prairie, MN 55344, US,  
 JACK John M, 2823 McKenzie Point Road, Wayzata, MN 55391, US,  
 BINZEN Stephanie, 4504 Saddlewood Drive, Minnetonka, MN 55345, US

**Legal Representative:**

VIKSNINS Ann S (agent), Schwegman, Lundberg, Woessner & Kluth, P.O. Box  
 2938, Minneapolis, MN 55402, US,

**Patent and Priority Information (Country, Number, Date):**

Patent: WO 200113306 A2 20010222 (WO 0113306)  
 Application: WO 2000US22497 20000816 (PCT/WO US0022497)  
 Priority Application: US 99376811 19990818

**Designated States: CA**

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

**Publication Language:** English

**Filing Language:** English

**Fulltext Word Count:** 8379

**COMPUTERIZED INCENTIVE SYSTEM****Inventor(s):**

**JENNIGES Joseph C** ...

Fulltext Availability:

- Detailed Description
- Claims

Detailed Description

COMPUTERIZED **INCENTIVE** SYSTEM

Field Of The Invention

The present invention relates generally to a computerized **incentive** program, and more particularly to a system for stimulating and evaluating performance according to predetermined...

...ServiceSTM, B10 is a trademark of  
Schoeneckers, Inc. All Rights Reserved.

Background Of The Invention

**Incentive** programs are typically offered by sponsoring organizations to promote the sales of their products or...

...to improve another measure of performance of participating employees and independent contractors of the sponsor. **Incentive** programs are also known as "promotions." Participants in **incentive** programs may be a natural person, an animal, or an organization.

Participants can receive credits...

...Locke, E. & Latham, G., 1990,  
"A Test of the Mediating Role of Goals in the **Incentive** -Performance Relationship, Journal of Applied Psychology," Wright, P.M., 1989 and "The Influence of Monetary **Incentives** on Goal Choice, Goal Commitment and Task Performance, Organizational Behavior and Human Processes," Reidel, J...

...the most common use of goal-setting in business is in the establishment of quotas, **incentive** plans and bonus qualifiers. In general, such goals are established unilaterally by management, and because...

...goals are  
repeatedly presented to the participant.

There is a need, therefore, for a computerized **incentive** system that overcomes all the above-described disadvantages. More specifically, there is a

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need for a computerized **incentive** system that records self-selected goals and performance of participants, compares the performance to the...

...the present invention, which will be understood by reading and lo  
studying the following specification.

**Incentive** is provided by storing goal data of a participant that includes at least one minimum...of a participant, response from the participant, and measurement of the response. A promotion or **incentive** program serves as the mechanism to capture responses to a solicitation, in which the promotion...

...employee or secondary sponsor who has either actively or passively enrolled in a sponsor's **incentive** program. Participants accumulate activity, receive **incentive** program communications and earn rewards based on point accumulations or relationships valued by the sponsor.

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An **incentive** program rewards participants based on qualifying data. A

tier is a classification of a participant based on the participant's earned value to the **incentive** program. Tier classes are associated with rewards. A reward is any one of the following...threaded operating environment on a computer, such as computer I IO in FIG. 1. The **incentive** system includes the **incentive** engine 210, goal data 220, performance data 230 and a result 240. The **incentive** engine 210 receives goal data 220 and performance data 230, compares the...

...one or more levels of performance required to be achieved by a participant in the **incentive** system 200 in order to receive perquisite rewards. A perquisite reward is a privilege, gain...

...220 includes selfselected goals entered by the participants, based on the specific rules of the **incentive** program. Rules are based on sales, productivity, cost savings or other type of performance desired...

...sponsor or with an agent of a sponsor, in which transactions are used in the **incentive** program to stimulate the qualification for promotions and record reward results.  
The system level overview...

...this section of the detailed description.

While the invention is not limited to any particular **incentive** program, for sake of clarity a simplified **incentive** program has been described.

10  
Promotion Rules  
An **incentive** program is a set of promotion rules, business rules, or goal data, that are applied...

...a participant's performance data to determine qualification for a reward.

In one embodiment, an **incentive** program coexists with another promotion in which the rules of the promotion permit qualification in other promotions that are defined with overlapping time periods. In another embodiment, an **incentive** program exists mutually exclusive of other promotions. Promotions that are designated as exclusive will contain... date. In another embodiment, the promotion rules indicate that rewards are issued immediately after the **incentive** system identifies the reward qualification. In another embodiment, the promotion rules indicate that a participant...

...the invention is shown. This method is inclusive of the acts required by the computerized **incentive** system.

Method 300 begins with either storing performance data of a participant (block 320) or...230 in FIG. 2) or the participant in order to enhance the effect of the **incentive** on a

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participant In one embodiment, the heuristic modification/adaptation of the goals includes...

...I IO in FIG. 1, and is inclusive of the acts required by the computerized **incentive** system. In one embodiment, method 400 starts before the storing of performance data (block 320...

...a list of the employees and independent agents that it desires to be eligible for **incentive** (block 420). The list is stored (block 430), and

participation of the eligible participant will...  
...1 0 in FIG. 1, and is inclusive of the acts required by the computerized **incentive** system. Method 500 starts by receiving perquisite reward data that corresponds to the goals of...1 0 in FIG.

1, and is inclusive of the acts required by the computerized **incentive** system.

Method 600 starts and thereafter, the rules of the **incentive** program promotion as described above are identified (block 625).

Thereafter, the promotion is initiated (block...).

...as active or inactive. After the participant list is created (block 620) and after the **incentive** promotion is setup (block 635), the list of eligible participants is recorded (block 640). The...

...is entered (block 640), the goals of the participants (block 645) are determined. Thereafter, the **incentive** program products are sold (block 647), and thereafter, a file of sales transactions is created...

...will be determined and delivered to the participant.

The particular methods performed by the computerized **incentive** system of an exemplary embodiment of the invention have been described.

IMplementation

Turning now to...

...in the art, such as magnetic tape or CDROM. The data is entered into the **incentive** engine 735 where the data is stored and analyzed. Furthermore, apparatus 700 includes records of...

...those skilled in the art. The performance database 745 transmits participant performance information to the **incentive** engine 735. Apparatus 700 includes records of participant member 750 that are transmitted for storage...

...skilled in the art. The member database 755 transmits participant performance information to the **incentive** engine 735.

Apparatus 700 includes records of **incentive** program parameters 760 that are transmitted for storage in the program parameters database 765. The

...  
...RDBMS) manufactured by Oracle Corp. The member database 765 transmits participant performance information to the **incentive** engine 735. The **incentive** engine 735 analyses the received information, and transmits to a printer 770 reports describing earned reward data that are printed 780. Furthermore, the reward data is transmitted by the **incentive** engine 735 to a database of reward information 785. In other embodiments not shown, reports...

...system phone, or other output means well-known to those skilled in the art.

The **incentive** engine 735 will generate reports on participant enrollment statistics, such as.

0 Scheduled reports detailing...

...pre-defined or pre-programmed.

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Audits that detail the size and activity of each **incentive** program campaign, broken down by segments.

The **incentive** engine 735 will validate received data to ensure integrity of the data. For example, program...

...consistency with program data, and goal and performance data will be verified for consistency with **incentive** program parameters.

Turning now to FIG. 8, the diagram illustrates a particular implementation 800 of...

...methods described in conjunction with FIGS. 3, 4, 5 and 6. System 800 is computerized **incentive** program system that includes a storage system for storing predetermined goal data of a participant...

...to the fields described above, and other pertinent fields can be included.

#### Conclusion

A computerized **incentive** system has been described. Although specific embodiments have been illustrated and described herein, it will...  
...the RDBMS described above.

The terminology used in this application with respect to a computerized **incentive** system is meant to include all of these environments. Therefore, it is manifestly intended that...

#### Claim

1 A method for providing **incentive** comprising:  
storing predetermined goal data of a participant, the goal data including at least one...

...performance as the desired level of performance is determined by the participant.

30 A computerized **incentive** program system comprising:  
a storage system for storing predetermined goal data of a participant and...

...the comparator for transmitting the result of the comparison to a destination.

31 The computerized **incentive** program system of claim 30, wherein the transmitter encodes the result pursuant to the capabilities...display monitor, a personal digital assistant, and a personal communication system phone.

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. The computerized **incentive** program system of claim 30, wherein the storage system is a computer executing a relational database management system.

33 The computerized **incentive** program system of claim 30, wherein the destination includes one or more devices selected from...

...monitor, a personal digital assistant, and a personal communication system phone. to 34. The computerized **incentive** program system of claim 30, wherein the predetennined goal data further comprises an identification of...

...one minimum threshold level of performance as the desired level of performance.

35 The computerized **incentive** program system of claim 34, wherein the at least

one minimum threshold level of performance...

4/3,K/1 (Item 1 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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013967058 \*\*Image available\*\*

WPI Acc No: 2001-451272/200148

Related WPI Acc No: 2001-441185; 2001-451269

XRPX Acc No: N01-334168

Computerized auction system using multiple purchase media with different program units to receive and display bids according to a particular program allowing use of different media types and currencies

Patent Assignee: SCHOENECKERS INC (SCHO-N)

Inventor: BINZEN S; JACK J M

Number of Countries: 026 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200122321	A2	20010329	WO 2000US25777	A	20000921	200148 B
EP 1218840	A2	20020703	EP 2000965200	A	20000921	200251
			WO 2000US25777	A	20000921	

Priority Applications (No Type Date): US 2000637728 A 20000811; US 99155282

P 19990921

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200122321 A2 E 62 G06F-017/60

Designated States (National): CA

Designated States (Regional): AT BE CH CY DE DK ES FI FR GB GR IE IT LU  
MC NL PT SE

EP 1218840 A2 E G06F-017/60 Based on patent WO 200122321

Designated States (Regional): AL AT BE CH CY DE DK ES FI FR GB GR IE IT  
LI LT LU LV MC MK NL PT RO SE SI

...Inventor: JACK J M

Abstract (Basic):

... An **incentive** reward system (206) implements rules of **incentive** rewards and a participant supplies personal details and then goes to the auction page showing...

4/3,K/2 (Item 2 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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013773345 \*\*Image available\*\*

WPI Acc No: 2001-257556/200126

XRPX Acc No: N01-183729

Computerized incentive program has comparing historical performance data to predetermined goal of participant and generating result

Patent Assignee: SCHOENECKERS INC (SCHO-N)

Inventor: BINZEN S; JACK J M ; JENNIGES J C

Number of Countries: 020 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200113306	A2	20010222	WO 2000US22497	A	20000816	200126 B
EP 1216449	A2	20020626	EP 2000955605	A	20000816	200249
			WO 2000US22497	A	20000816	

Priority Applications (No Type Date): US 99376811 A 19990818

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200113306 A2 E 32 G06F-017/60

Designated States (National): CA

Designated States (Regional): AT BE CH CY DE DK ES FI FR GB GR IE IT LU  
MC NL PT SE

EP 1216449 A2 E G06F-017/60 Based on patent WO 200113306  
Designated States (Regional): AT BE CH CY DE DK ES FI FR GB GR IE IT LI  
LU MC NL PT SE

Computerized incentive program has comparing historical performance data to predetermined goal of participant and generating result  
...Inventor: JACK J M

**4/3,K/3 (Item 3 from file: 350)**

DIALOG(R)File 350:Derwent WPIX  
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012661481 \*\*Image available\*\*  
WPI Acc No: 1999-467586/199939  
XRPX Acc No: N99-349030

**Computerized incentive program system for sales promotion**

Patent Assignee: BI PERFORMANCE SERVICES (BIPE-N)  
Inventor: BINZEN S A; CARSON-GAMAUF Y A; JACK J M  
Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 5915244	A	19990622	US 96775493	A	19961231	199939 B

Priority Applications (No Type Date): US 96775493 A 19961231

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
US 5915244	A	23		G06F-015/21	

**Computerized incentive program system for sales promotion**

...Inventor: JACK J M

Abstract (Basic):

... to a program participant for a value of a portion of the award balance, when **incentive** program is completed. The value of the certificate is tracked by a serial number and...  
... The figure shows block diagram of computerized **incentive** program system...

**4/3,K/4 (Item 1 from file: 348)**

DIALOG(R)File 348:EUROPEAN PATENTS  
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01268872

**COMPUTERIZED INCENTIVE SYSTEM**  
**PER COMPUTER REALISIERTES SYSTEM FUR KAUFANREIZE**  
**SYSTEME D'ENCOURAGEMENT INFORMATISE**

PATENT ASSIGNEE:

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INVENTOR:

JENNIGES, Joseph, C., 8630 Zachman Circle, Eden Prairie, MN 55344, (US)  
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BINZEN, Stephanie, 255 Robyns Glenn Road, Ocoee, Florida 34761, (US)

LEGAL REPRESENTATIVE:

Preuss, Udo, Dipl.-Ing. (88111), Maiwald Patentanwalts GmbH Elisenhof  
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PATENT (CC, No, Kind, Date): EP 1216449 A2 020626 (Basic)  
WO 200113306 010222

APPLICATION (CC, No, Date): EP 2000955605 000816; WO 2000US22497 000816

PRIORITY (CC, No, Date): US 376811 990818

DESIGNATED STATES: AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LI;  
LU; MC; NL; PT; SE

EXTENDED DESIGNATED STATES: AL; LT; LV; MK; RO; SI

NOTE:.

No A-document published by EPO

LANGUAGE (Publication,Procedural,Application): English; English; English

**COMPUTERIZED INCENTIVE SYSTEM**

INVENTOR:

... US)

**JACK, John, M ...**

**4/3, K/5 (Item 1 from file: 349)**

DIALOG(R)File 349:PCT FULLTEXT

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00788807 \*\*Image available\*\*

**COMPUTERIZED AUCTION SYSTEM USING MULTIPLE PURCHASE MEDIA**

**SYSTEME DE VENTE AUX ENCHERES INFORMATISE UTILISANT PLUSIEURS SUPPORTS  
D'ACHAT**

Patent Applicant/Assignee:

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(Residence), US (Nationality)

Inventor(s):

**JACK John M**, 2823 McKenzie Point Road, Wayzata, MN 55391, US,  
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Legal Representative:

VIKSNINS Ann S (agent), Schwegman, Lundberg, Woessner & Kluth, P.O. Box  
2938, Minneapolis, MN 55402, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200122321 A2 20010329 (WO 0122321)

Application: WO 2000US25777 20000921 (PCT/WO US0025777)

Priority Application: US 99155282 19990921; US 2000637728 20000811

Designated States: CA

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

Publication Language: English

Filing Language: English

Fulltext Word Count: 11503

Inventor(s):

**JACK John M ...**

Fulltext Availability:

Detailed Description

Claims

Detailed Description

... United States dollars.

However, there are many other mediums of exchange. One example is the **incentive** program. **Incentive** programs are typically offered by sponsoring organizations to promote the sales of their products or...

...to improve another measure of performance of participating employees and independent contractors of the sponsor. **Incentive** programs are also known as "promotions."

Participants can receive credits in the form of a...

...and/or services.

A disadvantage of auction web sites is that the user cannot redeem **incentive** program reward media, such as frequent buyer points at these sites. A I 0 further...the context of one or more auction programs. An auction program is part of an **incentives** reward program, and has parameters that are determined by a sponsor of the auction program...

...sponsor of a program is generally an entity that wishes to provide some kind of **incentive** to participants in the program. For example, a car manufacturer can be a sponsor of an **incentive** program that provides **incentive** rewards to encourage participants to sell more cars. In this case, participants would comprise persons involved in selling cars. It should be noted that the invention is not limited to **incentive** programs in a sales environment.

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Other types of program environments include safety, quality, and...

...Such programs are within the scope of the invention, and the use of the term "**incentive** program" is meant to include these environments.

The parameters of an auction program in one...invention. Environment 200 includes a client web browser 202, an auction server 204, and an **incentive** program system 206.

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Web browser 202 can be any of a number of web...types supported by the system. In one embodiment of the invention, the media types include **incentive** reward points, frequent user or frequent buyer points. In addition, the media types can include ...value (CSV) file. In a still further embodiment, the repository can be an Oracle database.

**Incentive** reward system 206 is a system that implements the rules of an **incentive** reward system, and that also tracks the number of reward points awarded to a participant. In one embodiment of the invention, the **incentive** reward system is the AwardperQs reward system available from Schocneckers, Inc. The auction server 204 communicates with **incentive** program system 206 at predetermined times to determine if the successful bidder has enough...of the invention, the auction engine will be connected to the 'der's database or **incentive** program system 206 so that confirmation of provi balances can occur automatically.

Bid amounts...of program being offered. In one embodiment of the invention, the bid media is an **incentive** reward media, such as points in an **incentive** award system, a frequent flyer mile, or a frequent buyer award. In an alternative embodiment...

...204

receives a new bid from a participant (block 402).

The server then determines which **incentive** program the participant submitting the bid belongs to and reads program data for the program...

...in the methods illustrated in FIGs. 3 and 4 have been described in terms of **incentive** reward amounts. In an alternative embodiment of the invention, the program data can be substituted...

...of the Invention

FIGs. 5-13 illustrate inventive aspects of one embodiment of a computerized **incentive** reward system 200, having an auction component. FIGs.

5-13 illustrate various screen displays as...P.O. boxes to be specified as an address. In some embodiments of the invention, **incentive** programs that provide for the electronic storage of reward

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media are represented by program...window, information about the program

can be displayed to the participant. For example, assume the **incentive** program is meant to provide **incentive** to sell computer systems. The advertising window 702 can display

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information about reduced prices...

...participant can pass on to their customers in order to increase sales, and thereby accumulate **incentive** reward points that can be used in the auction.

Upon entry of a valid user...amounts in the denomination and units appropriate to their programs. Thus, a participant of one **incentive** program may see a different current bid amount than a participant in another program.

However...participant's

not I I 1

winning bid could not be accepted.

Conclusion

A computerized **incentive** system with an Internet auction component has been described. The embodiments of the invention provide advantages over previous systems. The system provides an auction environment in which I 0 **incentive** reward points can be used to bid on items. The use of **incentive** award points is advantageous, because a participant is more likely to bid when they know...

...variations of the present invention.

For example, the systems and methods described above have used **incentive** reward points or media as medium of exchange,

Claim

... The computerized auction system of claim 1, wherein the first media type is a first **incentive** reward media and the second media type is a second **incentive** reward media. 3 . The computerized auction system of claim 1, wherein the first media type...

...computerized method of claim 7, wherein the first media type is a 1 5 first **incentive** reward media and the second media type is a second **incentive** reward media.

9 The computerized method of claim 7, wherein the first media type is method of claim 10, wherein the first media type is a first **incentive** reward media and the second media type is a second **incentive** reward media.

12 The computerized method of claim 1 0, wherein the first media type...

...The computer readable medium of claim 13, wherein the first media type is a first **incentive** reward media and the second media type is a second **incentive** reward media.

15 The computer readable medium of claim 13, wherein the first media type ...

...The computer readable medium of claim 16, wherein the first media type is a first **incentive** reward media and the second media type is a second **incentive** reward media.

18 The computer readable medium of claim 16, wherein the first media type ...

4/3,K/6 (Item 2 from file: 349)  
DIALOG(R)File 349:PCT FULLTEXT

00779722 \*\*Image available\*\*

**COMPUTERIZED INCENTIVE SYSTEM**

**SYSTEME D'ENCOURAGEMENT INFORMATISE**

Patent Applicant/Assignee:

SCHOENECKERS INC, 7630 Bush Lake Road, Minneapolis, MN 55439, US, US  
(Residence), US (Nationality)

Inventor(s):

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JACK John M, 2823 McKenzie Point Road, Wayzata, MN 55391, US,

BINZEN Stephanie, 4504 Saddlewood Drive, Minnetonka, MN 55345, US

Legal Representative:

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2938, Minneapolis, MN 55402, US,

Patent and Priority Information (Country, Number, Date):

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Application: WO 2000US22497 20000816 (PCT/WO US0022497)

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Publication Language: English

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Fulltext Word Count: 8379

**COMPUTERIZED INCENTIVE SYSTEM**

Inventor(s):

... JACK John M

Fulltext Availability:

Detailed Description

Claims

Detailed Description

**COMPUTERIZED INCENTIVE SYSTEM**

Field Of The Invention

The present invention relates generally to a computerized **incentive** program, and more particularly to a system for stimulating and evaluating performance according to predetermined...

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Schoeneckers, Inc. All Rights Reserved.

Background Of The Invention

**Incentive** programs are typically offered by sponsoring organizations to promote the sales of their products or...

...to improve another measure of performance of participating employees and independent contractors of the sponsor. **Incentive** programs are also known as "promotions." Participants in **incentive** programs may be a natural person, an animal, or an organization.

Participants can receive credits...

...Locke, E. & Latham, G., 1990,

"A Test of the Mediating Role of Goals in the **Incentive** -Performance Relationship, Journal of Applied Psychology," Wright, P.M., 1989 and "The Influence of Monetary **Incentives** on Goal Choice, Goal Commitment and Task

Performance, Organizational Behavior and Human Processes," Reidel, J...

...the most common use of goal-setting in business is in the establishment of quotas, **incentive** plans and bonus qualifiers. In general, such goals are established unilaterally by management, and because...

...goals are

repeatedly presented to the participant.

There is a need, therefore, for a computerized **incentive** system that overcomes all the above-described disadvantages. More specifically, there is a

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need for a computerized **incentive** system that records self-selected goals and performance of participants, compares the performance to the...

...the present invention, which will be understood by reading and lo studying the following specification.

**Incentive** is provided by storing goal data of a participant that includes at least one minimum...of a participant, response from the participant, and measurement of the response. A promotion or **incentive** program serves as the mechanism to capture responses to a solicitation, in which the promotion...

...employee or secondary sponsor who has either actively or passively enrolled in a sponsor's **incentive** program.

Participants

accumulate activity, receive **incentive** program communications and earn rewards based on point accumulations or relationships valued by the sponsor.

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An **incentive** program rewards participants based on qualifying data. A tier is a classification of a participant based on the participant's earned value to the **incentive** program. Tier classes are associated with rewards. A reward is any one of the following...threaded operating environment on a computer, such as computer I 10 in FIG. 1. The **incentive** system includes the **incentive** engine 210, goal data 220, performance data 230 and a result 240. The **incentive** engine 210 receives goal data 220 and performance data 230, compares the...

...one or more levels of performance required to be achieved by a participant in the **incentive** system 200 in order to receive perquisite rewards. A perquisite reward is a privilege, gain...

...220 includes selfselected goals entered by the participants, based on the specific rules of the **incentive** program. Rules are based on sales, productivity, cost savings or other type of performance desired...

...sponsor or with an agent of a sponsor, in which transactions are used in the **incentive** program to stimulate the qualification for promotions and record reward results.

The system level overview...

...this section of the detailed description.

While the invention is not limited to any particular **incentive** program, for sake of clarity a simplified **incentive** program has been described.

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Promotion Rules

An **incentive** program is a set of promotion rules, business rules, or goal data, that are applied...

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In one embodiment, an **incentive** program coexists with another promotion in which the rules of the promotion permit qualification in other promotions that are defined with overlapping time periods. In another embodiment, an **incentive** program exists mutually exclusive of other promotions. Promotions that are designated as exclusive will contain... date. In another embodiment, the promotion rules indicate that rewards are issued immediately after the **incentive** system identifies the reward qualification. In another embodiment, the promotion rules indicate that a participant...

...the invention is shown. This method is inclusive of the acts required by the computerized **incentive** system.

Method 300 begins with either storing performance data of a participant (block 320) or...230 in FIG. 2) or the participant in order to enhance the effect of the **incentive** on a

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participant In one embodiment, the heuristic modification/adaptation of the goals includes...

...I 10 in FIG. 1, and is inclusive of the acts required by the computerized **incentive** system. In one embodiment, method 400 starts before the storing of performance data (block 320...).

...a list of the employees and independent agents that it desires to be eligible for **incentive** (block 420). The list is stored (block 430), and participation of the eligible participant will...

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Method 600 starts and thereafter, the rules of the **incentive** program promotion as described above are identified (block 625).

Thereafter, the promotion is initiated (block...).

...as active or inactive. After the participant list is created (block 620) and after the **incentive** promotion is setup (block 635), the list of eligible participants is recorded (block 640). The...

...is entered (block 640), the goals of the participants (block 645) are determined. Thereafter, the **incentive** program products are sold (block 647), and thereafter, a file of sales transactions is created...

...will be determined and delivered to the participant.

The particular methods performed by the computerized **incentive** system of an exemplary embodiment of the invention have been described.

IMplementation  
Turning now to...

...in the art, such as magnetic tape or CDROM. The data is entered into the **incentive** engine 735 where the data is stored and analyzed. Furthennore, apparatus 700 includes records of...

...those skilled in the art. The performance database 745 transmits participant performance information to the **incentive** engine 735. Apparatus 700 includes records of participant member 750 that are transmitted for storage...

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Apparatus 700 includes records of **incentive** program parameters 760 that are transmitted for storage in the program parameters database 765. The ...

...RDBMS) manufactured by Oracle Corp. The member database 765 transmits participant performance information to the **incentive** engine 735. The **incentive** engine 735 analyses the received information, and transmits to a printer 770 reports describing earned reward data that are printed 780. Furthermore, the reward data is transmitted by the **incentive** engine 735 to a database of reward information 785. In other embodiments not shown, reports...

...system phone, or other output means well-known to those skilled in the art.

The **incentive** engine 735 will generate reports on participant enrollment statistics, such as.

0 Scheduled reports detailing...  
...pre-defined or pre-programmed.

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Audits that detail the size and activity of each **incentive** program campaign, broken down by segments.

The **incentive** engine 735 will validate received data to ensure integrity of the data. For example, program...

...consistency with program data, and goal and performance data will be verified for consistency with **incentive** program parameters.

Turning now to FIG. 8, the diagram illustrates a particular implementation 800 of...

...methods described in conjunction with FIGS. 3, 4, 5 and 6. System 800 is computerized **incentive** program system that includes a storage system for storing predetermined goal data of a participant...  
...to the fields described above, and other pertinent fields can be included.

#### Conclusion

A computerized **incentive** system has been described. Although specific embodiments have been illustrated and described herein, it will...

...the RDBMS described above.

The terminology used in this application with respect to a computerized **incentive** system is meant to include all of these environments. Therefore, it is manifestly intended that...

#### Claim

I A method for providing **incentive** comprising:  
storing predetermined goal data of a participant, the goal data including at least one...

...performance as the desired level of performance is determined by the participant.

30 A computerized **incentive** program system comprising:  
a storage system for storing predetermined goal data of a participant  
and...

...the comparator for transmitting  
the result of the comparison to a destination.

31 The computerized **incentive** program system of claim 30, wherein the transmitter encodes the result pursuant to the capabilities...display monitor, a personal digital assistant, and a personal communication system phone.

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. The computerized **incentive** program system of claim 30, wherein the storage system is a computer executing a relational database management system.

33 The computerized **incentive** program system of claim 30, wherein the destination includes one or more devices selected from...

...monitor, a personal digital assistant, and a personal communication system phone. to 34. The computerized **incentive** program system of claim 30, wherein the predetennined goal data further comprises an identification of...

...one minimum threshold level of performance as the desired level of performance.

35 The computerized **incentive** program system of claim 34, wherein the at least  
one minimum threshold level of performance...

013967058 \*\*Image available\*\*

WPI Acc No: 2001-451272/200148

Related WPI Acc No: 2001-441185; 2001-451269

XRPX Acc No: N01-334168

**Computerized auction system using multiple purchase media with different program units to receive and display bids according to a particular program allowing use of different media types and currencies**

Patent Assignee: SCHOENECKERS INC (SCHO-N)

Inventor: **BINZEN S** ; JACK J M

Number of Countries: 026 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200122321	A2	20010329	WO 2000US25777	A	20000921	200148 B
EP 1218840	A2	20020703	EP 2000965200	A	20000921	200251
				WO 2000US25777	A	20000921

Priority Applications (No Type Date): US 2000637728 A 20000811; US 99155282

P 19990921

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200122321 A2 E 62 G06F-017/60

Designated States (National): CA

Designated States (Regional): AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

EP 1218840 A2 E G06F-017/60 Based on patent WO 200122321

Designated States (Regional): AL AT BE CH CY DE DK ES FI FR GB GR IE IT LI LT LU LV MC MK NL PT RO SE SI

Inventor: **BINZEN S** ...

Abstract (Basic):

... An **incentive** reward system (206) implements rules of **incentive** rewards and a participant supplies personal details and then goes to the auction page showing...

## 6/3,K/2 (Item 2 from file: 350)

013773345 \*\*Image available\*\*

WPI Acc No: 2001-257556/200126

XRPX Acc No: N01-183729

**Computerized incentive program has comparing historical performance data to predetermined goal of participant and generating result**

Patent Assignee: SCHOENECKERS INC (SCHO-N)

Inventor: **BINZEN S** ; JACK J M; JENNIGES J C

Number of Countries: 020 Number of Patents: 002

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
WO 200113306	A2	20010222	WO 2000US22497	A	20000816	200126 B
EP 1216449	A2	20020626	EP 2000955605	A	20000816	200249
				WO 2000US22497	A	20000816

Priority Applications (No Type Date): US 99376811 A 19990818

Patent Details:

Patent No Kind Lan Pg Main IPC Filing Notes

WO 200113306 A2 E 32 G06F-017/60

Designated States (National): CA

Designated States (Regional): AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

EP 1216449 A2 E G06F-017/60 Based on patent WO 200113306  
Designated States (Regional): AT BE CH CY DE DK ES FI FR GB GR IE IT LI  
LU MC NL PT SE

Computerized incentive program has comparing historical performance data to predetermined goal of participant and generating result  
Inventor: **BINZEN S** ...

**6/3,K/3 (Item 3 from file: 350)**

DIALOG(R)File 350:Derwent WPIX  
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012661481 \*\*Image available\*\*

WPI Acc No: 1999-467586/199939

XRPX Acc No: N99-349030

**Computerized incentive program system for sales promotion**

Patent Assignee: BI PERFORMANCE SERVICES (BIPE-N)

Inventor: **BINZEN S A** ; CARSON-GAMAUF Y A; JACK J M

Number of Countries: 001 Number of Patents: 001

Patent Family:

Patent No	Kind	Date	Applicat No	Kind	Date	Week
US 5915244	A	19990622	US 96775493	A	19961231	199939 B

Priority Applications (No Type Date): US 96775493 A 19961231

Patent Details:

Patent No	Kind	Lan	Pg	Main IPC	Filing Notes
US 5915244	A	23		G06F-015/21	

**Computerized incentive program system for sales promotion**

Inventor: **BINZEN S A** ...

Abstract (Basic):

... to a program participant for a value of a portion of the award balance, when **incentive** program is completed. The value of the certificate is tracked by a serial number and...

... The figure shows block diagram of computerized **incentive** program system...

**6/3,K/4 (Item 1 from file: 348)**

DIALOG(R)File 348:EUROPEAN PATENTS

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01268872

**COMPUTERIZED INCENTIVE SYSTEM**

**PER COMPUTER REALISIERTES SYSTEM FUR KAUFANREIZE**

**SYSTEME D'ENCOURAGEMENT INFORMATISE**

PATENT ASSIGNEE:

Schoeneckers, Inc., (3255900), 7630 Bush Lake Road, Minneapolis, MN 55439  
, (US), (Applicant designated States: all)

INVENTOR:

JENNIGES, Joseph, C., 8630 Zachman Circle, Eden Prairie, MN 55344, (US)  
JACK, John, M., 2823 McKenzie Point Road, Wayzata, MN 55391, (US)

**BINZEN**, Stephanie, 255 Robyns Glenn Road, Ocoee, Florida 34761, (US)

LEGAL REPRESENTATIVE:

Preuss, Udo, Dipl.-Ing. (88111), Maiwald Patentanwalts GmbH Elisenhof  
Elisenstrasse 3, 80335 Munchen, (DE)

PATENT (CC, No, Kind, Date): EP 1216449 A2 020626 (Basic)  
WO 200113306 010222

APPLICATION (CC, No, Date): EP 2000955605 000816; WO 2000US22497 000816

PRIORITY (CC, No, Date): US 376811 990818

DESIGNATED STATES: AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LI;  
LU; MC; NL; PT; SE

EXTENDED DESIGNATED STATES: AL; LT; LV; MK; RO; SI

NOTE:

No A-document published by EPO

LANGUAGE (Publication, Procedural, Application): English; English; English

**COMPUTERIZED INCENTIVE SYSTEM**

INVENTOR:

... US)

**BINZEN**, Stephanie...

**6/3,K/5 (Item 1 from file: 349)**

DIALOG(R)File 349:PCT FULLTEXT

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00788807 \*\*Image available\*\*

**COMPUTERIZED AUCTION SYSTEM USING MULTIPLE PURCHASE MEDIA**

**SYSTEME DE VENTE AUX ENCHERES INFORMATISE UTILISANT PLUSIEURS SUPPORTS  
D'ACHAT**

Patent Applicant/Assignee:

SCHOENECKERS INC, 7630 Bush Lake Road, Minneapolis, MN 55439, US, US  
(Residence), US (Nationality)

Inventor(s):

JACK John M, 2823 McKenzie Point Road, Wayzata, MN 55391, US,  
**BINZEN** Stephanie, 4504 Saddlewood Drive, Minnetonka, MN 55345, US

Legal Representative:

VIKSNINS Ann S (agent), Schwegman, Lundberg, Woessner & Kluth, P.O. Box  
2938, Minneapolis, MN 55402, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200122321 A2 20010329 (WO 0122321)

Application: WO 2000US25777 20000921 (PCT/WO US0025777)

Priority Application: US 99155282 19990921; US 2000637728 20000811

Designated States: CA

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

Publication Language: English

Filing Language: English

Fulltext Word Count: 11503

Inventor(s):

... **BINZEN** Stephanie

Fulltext Availability:

Detailed Description

Claims

Detailed Description

... United States dollars.

However, there are many other mediums of exchange. One example is the **incentive** program. **Incentive** programs are typically offered by sponsoring organizations to promote the sales of their products or...

...to improve another measure of performance of participating employees and independent contractors of the sponsor. **Incentive** programs are also known as "promotions."

Participants can receive credits in the form of a...

...and/or services.

A disadvantage of auction web sites is that the user cannot redeem **incentive** program reward media, such as frequent buyer points at these sites. A I 0 further...the context of one or more auction programs. An auction program is part of an **incentives** reward program, and has parameters that are determined by a sponsor of the auction program...

...sponsor of a program is generally an entity that wishes to provide some

kind of **incentive** to participants in the program. For example, a car manufacturer can be a sponsor of an **incentive** program that provides **incentive** rewards to encourage participants to sell more cars. In this case, participants would comprise persons involved in selling cars. It should be noted that the invention is not limited to **incentive** programs in a sales environment.

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Other types of program environments include safety, quality, and...

...Such programs are within the scope of the invention, and the use of the term " **incentive** program" is meant to include these environments.

The parameters of an auction program in one...invention. Environment 200 includes a client web browser 202, an auction server 204, and an **incentive** program system 206.

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Web browser 202 can be any of a number of web...types supported by the system. In one embodiment of the invention, the media types include **incentive** reward points, frequent user or frequent buyer points. In addition, the media types can include ...value (CSV) file. In a still further embodiment, the repository can be an Oracle database.

**Incentive** reward system 206 is a system that implements the rules of an **incentive** reward system, and that also tracks the number of reward points awarded to a participant. In one embodiment of the invention, the **incentive** reward system is the AwardperQs reward system available from Schocnekers, Inc. The auction server 204 communicates with **incentive** program system 206 at predetermined times to determine if the successful bidder has enough...of the invention, the auction engine will be connected to the 'der's database or **incentive** program system 206 so that confirmation of provi balances can occur automatically.

Bid amounts...of program being offered. In one embodiment of the invention, the bid media is an **incentive** reward media, such as points in an **incentive** award system, a frequent flyer mile, or a frequent buyer award. In an alternative embodiment...

...204

receives a new bid from a participant (block 402).

The server then determines which **incentive** program the participant submitting the bid belongs to and reads program data for the program...

...in the

methods illustrated in FIGs. 3 and 4 have been described in terms of **incentive** reward amounts. In an alternative embodiment of the invention, the program data can be substituted...

...of the Invention

FIGs. 5-13 illustrate inventive aspects of one embodiment of a computerized **incentive** reward system 200, having an auction component. FIGs.

5-13 illustrate various screen displays as...P.O. boxes to be specified as an address. In some embodiments of the invention, **incentive** programs that provide for the electronic storage of reward

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media are represented by program...window, information about the program can be displayed to the participant. For example, assume the **incentive** program is meant to

provide **incentive** to sell computer systems. The advertising window 702 can display 24 information about reduced prices...

...participant can pass on to their customers in order to increase sales, and thereby accumulate **incentive** reward points that can be used in the auction.

Upon entry of a valid user...amounts in the denomination and units appropriate to their programs. Thus, a participant of one **incentive** program may see a different current bid amount than a participant in another program.

However...participant's  
noti I I 1  
winning bid could not be accepted.

#### Conclusion

A computerized **incentive** system with an Internet auction component has been described. The embodiments of the invention provide advantages over previous systems. The system provides an auction environment in which I 0 **incentive** reward points can be used to bid on items. The use of **incentive** award points is advantageous, because a participant is more likely to bid when they know...

...variations of the present invention.

For example, the systems and methods described above have used **incentive** reward points or media as medium of exchange,

#### Claim

... The computerized auction system of claim 1, wherein the first media type is a first **incentive** reward media and the second media type is a second **incentive** reward media. 3 . The computerized auction system of claim 1, wherein the first media type...  
...computerized method of claim 7, wherein the first media type is a 1 5 first **incentive** reward media and the second media type is a second **incentive** reward media.

9 The computerized method of claim 7, wherein the first media type is method of claim 10, wherein the first media type is a first **incentive** reward media and the second media type is a second **incentive** reward media.

12 The computerized method of claim 1 0, wherein the first media type...

...The computer readable medium of claim 13, wherein the first media type is a first **incentive** reward media and the second media type is a second **incentive** reward media.

15 The computer readable medium of claim 13, wherein the first media type ...

...The computer readable medium of claim 16, wherein the first media type is a first **incentive** reward media and the second media type is a second **incentive** reward media.

18 The computer readable medium of claim 16, wherein the first media type ...

6/3,K/6 (Item 2 from file: 349)  
DIALOG(R)File 349:PCT FULLTEXT  
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00779722 \*\*Image available\*\*

COMPUTERIZED INCENTIVE SYSTEM  
Système d'encouragement informatisé

Patent Applicant/Assignee:

SCHOENECKERS INC, 7630 Bush Lake Road, Minneapolis, MN 55439, US, US  
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Inventor(s):

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Patent: WO 200113306 A2 20010222 (WO 0113306)

Application: WO 2000US22497 20000816 (PCT/WO US0022497)

Priority Application: US 99376811 19990818

Designated States: CA

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

Publication Language: English

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Fulltext Word Count: 8379

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... **BINZEN** Stephanie

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accumulate activity, receive **incentive** program communications and earn rewards based on point accumulations or relationships valued by the sponsor.

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...consistency with program data, and goal and performance data will be verified for consistency with **incentive** program parameters.

Turning now to FIG. 8, the diagram illustrates a particular implementation 800 of...

...methods described in conjunction with FIGS. 3, 4, 5 and 6. System 800 is computerized **incentive** program system that includes a storage system for storing predetermined goal data of a participant...  
...to the fields described above, and other pertinent fields can be included.

#### Conclusion

A computerized **incentive** system has been described. Although specific embodiments have been illustrated and described herein, it will...

...the RDBMS described above.

The terminology used in this application with respect to a computerized **incentive** system is meant to include all of these environments. Therefore, it is manifestly intended that...

#### Claim

I A method for providing **incentive** comprising:  
storing predetermined goal data of a participant, the goal data including at least one...

...performance as the desired level of performance is determined by the participant.

30 A computerized **incentive** program system comprising:  
a storage system for storing predetermined goal data of a participant

and...

..~~the~~ the comparator for transmitting  
the result of the comparison to a destination.

31 The computerized **incentive** program system of claim 30, wherein the transmitter encodes the result pursuant to the capabilities...display monitor, a personal digital assistant, and a personal communication system phone.

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. The computerized **incentive** program system of claim 30, wherein the storage system is a computer executing a relational database management system.

33 The computerized **incentive** program system of claim 30, wherein the destination includes one or more devices selected from...

...monitor, a personal digital assistant, and a personal communication system phone. to 34. The computerized **incentive** program system of claim 30, wherein the predetennined goal data further comprises an identification of...

...one minimum threshold level of performance as the desired level of performance.

35 The computerized **incentive** program system of claim 34, wherein the at least  
one minimum threshold level of performance...